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# 1977 SUPPLEMENT

FOOD AND  
AGRICULTURAL

# EXPORT DIRECTORY

Full

U.S. DEPARTMENT OF AGRICULTURE

FAS M-201  
JULY 1977 REVISED  
FOREIGN AGRICULTURAL SERVICE  
U.S. DEPARTMENT OF AGRICULTURE



FOOD AND AGRICULTURAL EXPORT DIRECTORY

1977 SUPPLEMENT TO THE 1976 EDITION

The Foreign Agricultural Service is not publishing a 1977 edition of the Export Directory. This supplement updates the Foreign Agricultural Service staff, both in the United States and abroad; the Animal and Plant Health Inspection Service; the State Extension Service; the state departments of agriculture and associated organizations; Transportation Services; and adds a section on the Economic Research Service.

Single copies of the 1976 Directory are available on request to the Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250.

## CONTENTS

Introduction -----	3
Foreign Agricultural Service -----	5
Export Trade Services Division -----	5
International Marketing and Commodity Analysis -----	6
Agricultural Attaches and Officers -----	7
Animal and Plant Health Inspection Service -----	13
Veterinary Services -----	13
Export of Meat and Poultry Products -----	16
Export of Plants and Plant Products -----	17
State Extension Services -----	18
State Organizations -----	23
Atlantic International Marketing Association (AIM) -----	23
Eastern U.S. Agricultural and Food Export Council, Inc. (EUSAFEC) -----	23
Mid-America International Agri-Trade Council (MIATCO) -----	24
National Association of Marketing Officials (NAMO) -----	25
National Association of State Departments of Agriculture (NASDA) -----	25
NASDA Sub-Committee for International Trade -----	26
Pacific Northwest International Trade Council (PNITC) -----	27
Southern United States Trade Association (SUSTA) -----	27
State Departments of Agriculture -----	28
Economic Research Service -----	40
Transportation Services -----	41

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FOREIGN AGRICULTURAL SERVICE (continued)

INTERNATIONAL MARKETING  
AND  
COMMODITY ANALYSIS

The international marketing directors and their staffs provide information and assistance on marketing throughout the world, such as trade opportunities and problems in specific markets, and serve as the FAS contact for market development cooperators, members of the trade, and others interested in exports.

The commodity analysis divisions collect foreign production and utilization statistics, analyze this material, and publish and distribute it to the U.S. trade.

<u>COMMODITY</u>	<u>DIRECTOR, INTERNATIONAL MARKETING</u>	<u>DIRECTOR, COMMODITY ANALYSIS</u>
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Livestock and Livestock Products	Robert E. Mannion (202) 447-3899	-----
Oilseeds and Products	James F. Lankford (202) 447-8809	Philip L. Mackie (Acting) (202) 447-7037
Tobacco and Seeds	James C. Frink (202) 447-6917	B. G. Andrews (202) 447-3000
Sugar and Tropical Products	-----	Robert M. McConnell (202) 447-3423

1/ Also includes livestock and livestock products

The mailing address for persons listed above is Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D. C. 20250.



FOREIGN AGRICULTURAL SERVICE (continued)

AGRICULTURAL ATTACHES AND OFFICERS

In writing to an Agricultural Attache or Officer, you can utilize the international mail, the State Department pouch or, for some posts, the APO/FPO service. To utilize the international mail, the address is:

Mr. John Doe  
Agricultural Attache (or Officer)  
American Embassy (or Consulate)  
City, Country

To utilize the pouch, the address is:

Mr. John Doe  
City (i.e. Bangkok)  
Department of State  
Washington, D.C. 20520 (letters)  
20521 (packages)

When using the pouch address, the only postage required is that to get your mail to Washington, D.C.

Mail to be transmitted through the U.S. military postal service (APO/FPO) should be addressed:

Mr. John Doe  
Agricultural Attache (or Officer)  
American Embassy (or Consulate)  
APO (appropriate city and APO No.)

---

<u>COUNTRY/CITY</u>	<u>ATTACHES AND OFFICERS</u>	<u>APO/FPO POSTAL SERVICE</u>
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FOREIGN AGRICULTURAL SERVICE (continued)

AGRICULTURAL ATTACHES AND OFFICERS (continued)

<u>COUNTRY/CITY</u>	<u>ATTACHES AND OFFICERS</u>	<u>APO/FPO POSTAL SERVICE</u>
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Chile, Santiago	Max F. Bowser	-----
China, People's Republic of, Peking	<u>1</u> /Koy L. Neeley	-----
China, Republic of Taipei, Taiwan	Frank L. Waddle	APO San Francisco 96263
Colombia, Bogota	Alfred R. Persi	APO New York 09895
Costa Rica, San Jose (also Panama)	Edwin I. Cissel	APO New York 09883
Denmark, Copenhagen (also Norway)	Fred W. Traeger	APO New York 09170

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1/ Agricultural Officer

FOREIGN AGRICULTURAL SERVICE (continued)

AGRICULTURAL ATTACHES AND OFFICERS (continued)

<u>COUNTRY/CITY</u>	<u>ATTACHES AND OFFICERS</u>	<u>APO/FPO POSTAL SERVICE</u>
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Germany, Bonn	Rolland E. Anderson, Jr.	APO New York 09080
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India, New Delhi (also Nepal and Sri Lanka)	Ivan E. Johnson	-----

1/ Agricultural Officer

FOREIGN AGRICULTURAL SERVICE (continued)

AGRICULTURAL ATTACHES AND OFFICERS (continued)

<u>COUNTRY/CITY</u>	<u>ATTACHES AND OFFICERS</u>	<u>APO/FPO POSTAL SERVICE</u>
India, Bombay	<u>1/</u> Charles M. Clendenen	-----
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Ivory Coast, Abidjan (also Guinea, Senegal, Sierra Leone and Liberia)	Kenneth L. Murray	-----
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Kenya, Nairobi (also Uganda and Zambia)	Dale K. Vining	-----
Korea, Seoul	Gordon S. Nicks	APO San Francisco 96301
Lebanon, Beirut (also Jordan, Syria and Iraq)	Shackford Pitcher	-----
Malaysia, Kuala Lumpur (also Singapore and Brunei)	Robert Svec	-----
Mexico, Mexico City, D.F.	Donald M. Nelson	-----
Morocco, Rabat (also Tunisia and Libya)	Jerome M. Kuhl	Box 99, FPO New York 09544

1/ Agricultural Officer

FOREIGN AGRICULTURAL SERVICE (continued)

AGRICULTURAL ATTACHES AND OFFICERS (continued)

<u>COUNTRY/CITY</u>	<u>ATTACHES AND OFFICERS</u>	<u>APO/FPO POSTAL SERVICE</u>
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Nigeria, Lagos (also Ghana)	W. Garth Thorburn	-----
Pakistan, Islamabad	Alvin E. Gilbert	-----
Peru, Lima (also Bolivia)	Richard L. Barnes	-----
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Poland, Warsaw	Gerald W. Harvey	c/o American Consulate General APO New York 09757
Portugal, Lisbon	Robert J. Wicks	APO New York 09678
South Africa, Pretoria (also Lesotho, Botswana, Southwest Africa and Swaziland)	James O. Howard	-----
Spain, Madrid	George J. Dietz	APO New York 09285
Sweden, Stockholm (also Finland)	Norman J. Pettipaw	-----
Switzerland, Bern	Homer F. Walters	-----
Switzerland, Geneva U. S. Mission to European Office of U. N. and other International Organizations 80 Rue du Lausanne, 1202 Geneva	Ernest Koenig	-----

FOREIGN AGRICULTURAL SERVICE (continued)

AGRICULTURAL ATTACHES AND OFFICERS (continued)

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Thailand, Bangkok	Cline J. Warren	APO San Francisco 96346
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U.S.S.R., Moscow	Alan W. Trick	APO New York 09862
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Zaire, Kinshasa	John A. Williams	APO New York 09662

ANIMAL AND PLANT HEALTH INSPECTION SERVICE

The Animal and Plant Health Inspection Service is responsible for the inspection and certification of animals, plants and agricultural products to meet health and/or sanitation requirements for export. The agency's veterinarians inspect animals, poultry, meat and other animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nations.

Export of Live Animals and Live Poultry

Dr. John R. Langridge  
Veterinary Services  
Animal and Plant Health Inspection Service  
U.S. Department of Agriculture  
Hyattsville, Maryland 20782  
Tel: (301) 436-8383

APHIS Veterinary Services

Area and Veterinarian in Charge

AREA 1: (Connecticut, Rhode Island, Vermont, New Hampshire, Maine, and Massachusetts)

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FTS 839-7761

AREA 3: (Delaware, West Virginia, Virginia, and Maryland)

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ANIMAL AND PLANT HEALTH INSPECTION SERVICE (continued)

APHIS Veterinary Services (continued)

Area and Veterinarian in Charge (continued)

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AREA 12: (New Mexico and Texas)

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USDA, APHIS Veterinary Services  
702 Colorado Street - Room 301  
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FTS 734-5551



ANIMAL AND PLANT HEALTH INSPECTION SERVICE (continued)

APHIS Veterinary Services (continued)

AREA 14: (Montana, South Dakota and North Dakota)

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FTS 783-4211

AREA 18: (Nevada, Arizona, Hawaii and California)

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ANIMAL AND PLANT HEALTH INSPECTION SERVICE (continued)

Export of Meat and Poultry Products

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Food and Safety Quality Service  
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Alameda, California 94501  
Tel: (415) 536-7402

SOUTHWESTERN REGION: (Arkansas, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas)

Dr. Willis H. Irvin, Director  
1100 Commerce Street  
Room 5-F41  
Dallas, Texas 75201  
Tel: (214) 749-3747

NORTH CENTRAL REGION: (Illinois, Indiana, Iowa, Michigan, Minnesota, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin)

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SOUTHEASTERN REGION: (Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, and Virgin Islands)

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NORTHEASTERN REGION: (Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Virginia, Vermont, and West Virginia)

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ANIMAL AND PLANT HEALTH INSPECTION SERVICE (continued)

Export of Plants and Plant Products

Plant Protection and Quarantine Programs, by Region

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Plant Protection and Quarantine  
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Animal and Plant Health Inspection  
Service  
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NORTHEASTERN REGION

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SOUTHEASTERN REGION

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SOUTH-CENTRAL REGION

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## STATE EXTENSION SERVICES

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Foreign Trade, Extension Service  
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Works with State Extension Services and USDA agencies to develop and conduct extension programs for foreign trade.

The following are key contacts in the Cooperative Extension Service of the State Universities who can direct you to sources of information on food and agricultural exports and help analyze opportunities for getting into the export market:

### Alabama

A. R. Cavender  
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Auburn, Alabama 36830  
Tel: (205) 826-4962

### California

Jerome Siebert  
University of California  
377 University Hall  
Berkeley, California 94720  
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### Arizona

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Cooperative Extension Service  
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Illinois

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University of Illinois  
Urbana, Illinois 61801  
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Orono, Maine 04473  
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Indiana

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Purdue University  
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University of Maryland  
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STATE EXTENSION SERVICES (continued)

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Mississippi

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STATE EXTENSION SERVICES (continued)

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Brookings, South Dakota 57006  
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Utah

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## STATE ORGANIZATIONS

### ATLANTIC INTERNATIONAL MARKETING ASSOCIATION (AIM)

An association of five eastern State Departments of Agriculture to promote and develop agricultural exports from member states. They are: Georgia, Maryland, North Carolina, South Carolina, and Virginia.

#### PRESIDENT

Johnny V. Whitworth, Georgia Department of Agriculture

#### VICE-PRESIDENT

John J. Ligon, Virginia Department of Agriculture and Commerce

#### SECRETARY/TREASURER

Roy W. Copelan, Jr., South Carolina Department of Agriculture

### EASTERN U.S. AGRICULTURAL AND FOOD EXPORT COUNCIL, INC. (EUSAFEC)

An organization of the ten northeast State Departments of Agriculture formed to develop cooperative programs to increase the exports of food and other agricultural products. The member states are: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

#### PRESIDENT

Frederic Winthrop, Jr., Massachusetts Department of Agriculture

#### VICE-PRESIDENT

J. Roger Barber, New York State Department of Agriculture and Markets

#### SECRETARY/TREASURER

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MID-AMERICA INTERNATIONAL AGRI-TRADE COUNCIL (MIATCO)

An export council of the twelve midwest State Departments of Agriculture to coordinate and expand activities for food and agricultural products. The member states are: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

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STATE ORGANIZATIONS (continued)

NATIONAL ASSOCIATION OF MARKETING OFFICIALS (NAMO)

NAMO is an affiliate of the National Association of State Departments of Agriculture to develop a broad program of services and improve marketing of agricultural products. Executive membership is made up of head of state agency responsible for marketing in domestic and international trade.

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NATIONAL ASSOCIATION OF STATE DEPARTMENTS OF AGRICULTURE (NASDA)

Includes liaison and contacts with State Departments of Agriculture export specialists.

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This committee, composed of one representative from each NASDA region, serves as an advisor to Foreign Agricultural Service in export programs developed with State Departments of Agriculture.

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PACIFIC NORTHWEST INTERNATIONAL TRADE COUNCIL (PNITC)

A three-state (Idaho, Oregon, Washington) partnership of State Departments of Commerce and Economic Development and Departments of Agriculture and private industry representatives communicating jointly to increase Pacific Northwest international trade. The Council facilitates cooperation and joint sponsoring of exhibits, trade missions, sales development and other kinds of sales promotion projects.

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SOUTHERN UNITED STATES TRADE ASSOCIATION (SUSTA)

An association of fifteen southern State Departments of Agriculture and related organizations formed to promote food and other agricultural exports from its member states. The member states are: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

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ECONOMIC RESEARCH SERVICE

The Economic Research Service (ERS) conducts a wide range of research on conditions which affect both domestic and export sales of U.S. agricultural products. The Foreign Demand and Competition Division (FDCD), in cooperation with FAS, provides information on short run outlook for supply and demand and current projections for major U.S. export commodities. This division also conducts research on relationships between U.S. and overseas agricultural commodity markets. Commodity and country specific research projects involve in-depth analysis of the impact of U.S. agricultural market conditions such as trade policies and price. For further information contact:

Joseph W. Willett, Director  
Foreign Demand and Competition Division  
Room 348  
500 12th Street, S. W.  
Economic Research Service  
U.S. Department of Agriculture  
Washington, D. C. 20250  
TELEPHONE: (202) 447-8219

Market Development specialists in the National Economic Analysis Division (NEAD) measure market potential for agricultural exports through analysis of input industries serving agriculture, such as the production, processing, and distribution channels of agricultural products on product markets. For further information contact:

Director, National Economic Analysis Division  
Room 246  
500 12th Street, S.W.  
Economic Research Service  
U.S. Department of Agriculture  
Washington, D. C. 20250  
TELEPHONE: (202) 447-8831

The research conducted by the Commodity Economics Division (CED) runs the gamut from production to final use for virtually all agricultural products including ornamentals and sweeteners. For further information contact:

John E. Lee, Director  
Commodity Economics Division  
Room 350  
500 12th Street, S. W.  
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U.S. Department of Agriculture  
Washington, D.C. 20250  
TELEPHONE: (202) 447-8676

## TRANSPORTATION SERVICES

The following agencies, departments, and associations can give information and guidance on transportation problems and developments involving exports.

### U. S. Department of Agriculture

Foreign Agricultural Service  
Export Trade Services Division  
Room 5935-South Building  
Washington, D.C. 20250  
TEL: (202) 447-7481

Services of a Transportation Coordinator are available to help with problems concerned with the physical distribution of agricultural products overseas. The Coordinator assists with cost and service problems, participates in seminars and other activities to inform and stimulate dialogue between shipper and carrier on major transportation issues, and coordinates related marketing and research activities by government and private industry groups.

### Agricultural Research Service

Transportation and Facilities  
Room 214, Building 005  
USDA/ARC/West  
Beltsville, Maryland 20705  
TEL: (301) 344-2780

Scientists conduct research to improve the efficiency of moving farm and food products to both domestic and foreign markets by improving transportation equipment, techniques, and services. The research also seeks more effective methods of using transport and cargo securing methods to improve the transportation environment for the products and reduce related costs.

### Civil Aeronautics Board

1825 Connecticut Avenue, N.W.  
Washington, D.C. 20428  
TEL: (202) 393-3111

An independent regulatory agency to encourage the development of an effective air transportation system; regulates air transportation; promotes adequate, economical, and efficient service at reasonable charges; and promotes, encourages, and develops civil aeronautics.

TRANSPORTATION SERVICES (continued)

Federal Maritime Commission

Office of Tariffs and Intermodalism  
1100 L Street, N. W.  
Washington, D.C. 20573  
TEL: (202) 523-5796

An independent agency that administers the regulatory statutes affecting water common carriers engaged in U.S. foreign commerce and the relationships between those carriers and shippers.

Association of American Railroads

1920 L Street, N.W.  
Washington, D.C. 20036  
TEL: (202) 293-4000

The central coordinating and research agency in railroad operating and maintenance engineering, research safety, accounting, finance, valuation, taxation, legislation, and transportation.

American Trucking Association

1616 P Street, N. W.  
Washington, D.C. 20036  
TEL: (202) 797-5000

A national federation of 51 independent and autonomous "state trucking associations", each representing all classes and types of trucking operations, and 13 independent and autonomous "conferences", each of which represents a special class or type of trucking operation.

American Association of Port Authorities

1612 K Street, N. W.  
Washington, D.C. 20006  
TEL: (202) 331-1263

A corporate body whose members include all the 70 major ports in the U.S. It provides the exporter and importer information to help minimize the total cost of shipments and detailed rate schedules for both the land and ocean segments of transportation.

TRANSPORTATION SERVICES (continued)

Animal Air Transportation Association

5351 South Roslyn Street  
Englewood, Colorado 80110  
TEL: (303) 779-1400

AATA has been established to serve as a forum for the people and organizations involved in this field and related services. It is a clearinghouse of information and ideas and a means for making research needs known and for disseminating research findings.











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